

Job Description

Company : Lodha Group

Position Title : DGM / GM – Strategy

Role: Strategist

Location : Mumbai (India)

Lodha Group:

“At Lodha, we think different. We don’t just build structures, we create environments that enrich people’s lives in their living and work spaces.”

The Lodha Group is India's premier real estate developer providing comprehensive residential and office space solutions across real estate categories and diverse consumer segments with a footprint across Mumbai, Pune, Hyderabad and London.

Established in 1980, the Group is currently developing in excess of 53 million sq. ft.(carpet area) of prime real estate, 25 on-going projects – from luxury residences to large integrated townships. The company is one of the most profitable players in India and the largest by sales, clocking over INR 8,500 crores for FY 16-17. The group has further extended its promise of luxury living with successful projects in Hyderabad and Pune in India.

The Group has now embarked on extending its international footprint by acquiring a Canadian high commission’s building in London for £306 million and the site at 48 Carey Street in London for £ 90 mm.

The Group currently employs over 3800 associates drawn from premier institutes and reputed firms. The leadership team comprises of associates with diverse and international experience. Not only do we attract top talent, but also have been recognized for retaining talent and being an employer of choice. In 2015, for the fifth consecutive year, the Lodha Group was ranked as one of India’s best companies to work for by Great Places to Work®

We aim to be among the country’s top 10 most profitable companies (non-PSU) with a sales turnover of over Rs. 20,000 Cr. by 2021 and invite you to be part of this exciting journey.

About the Strategy Team:

We have invested in a strong and professional strategy team that can help meet and exceed our growth ambitions and build organizational capability on all fronts.

The team comprises of nearly ~30 professionals from the best global business schools including Stanford, London Business School, University of Chicago, IIMs and ISB. These professionals have been drawn from the likes of McKinsey, BCG, AT Kearney, and Accenture or directly from campus.

The work ranges from pure strategy initiatives to getting it done. Also, the strategy team serves as an incubator for new initiatives across the company as well as building future leaders. The range of work includes:

- Portfolio assessments including demand/supply modelling & projections for our key markets that drives land acquisition, geographic expansion, product innovation
- Strategic initiatives across the company or incubating and driving new business lines like retail, education, city planning, etc.
- Operational effectiveness projects, with select departments being chosen each year for

transformational activities.

- Partner search and setting up strategic alliances across functions. Conduct feasibilities for new businesses, markets or land acquisitions

Your role:

Your role would include contributing to team problem solving efforts for the engagement, identifying issues, forming hypotheses, designing and conducting analyses, synthesizing conclusions into recommendations and helping to implement change within the organization. You would be required to own work streams/ projects and guide associates in their respective work streams. This role also requires working closely with the cross functional teams for implementation of specific engagements and across multiple projects. You would be constantly involved in discussions and presentations with the top management/board.

The person:

- Strong problem solving skills with a practical sense of what works in an organizational setting
- High motivation levels with a 'can do' attitude.
- Self-starter looking for an exciting and transformational work environment.
- Possess strong communication skills.
- Interest in the real estate sector required, passion desirable, prior experience in the sector not mandatory.

What we offer:

- Ability to build expertise in a sunrise sector with a company committed to innovation and transformation.
- Accelerated trajectories entirely based on meritocracy.
- Intellectual stimulation that equals the Big 3 strategy consulting groups, but with the impact of seeing and making it happen in reality
- Strong visibility with senior management
- Competitive compensation with leveraged performance based variable compensation and opportunity for wealth sharing.
- Individual based organizational development plan and training opportunities with consulting like development inputs.